



Says

What have we heard them say?
What can we imagine them saying?



Thinks

What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?

a post-pandemic need for security, increased savings, and relatively little income disruption for middle- and higher-income groups, according to a new report.

Demand for homes soars, prices follow suit

expected to increase 7.5% on a pan-India basis this year

Start by examining the prices of similar properties in the vicinity

Distress migration from rural areas to urban and peri-urban areas also contributed to the ever- increasing demand for houses

mortgage rates, inflation, and even economic conditions in other countries



help the developer determine the selling price of a house and can help the customer to arrange the right time to purchase a house.

an estimate of a home's price used to help sellers set listing prices and help buyers make competitive offers.

“Financial year 2022-23 witnessed the highest-ever new launches and sales across major Indian cities in India.

Hire the right people.

Market Demand And Sales Price. There are many factors that determine the appropriate sales price at which you sell or buy a piece of property.

Demand for bigger homes soars in top Indian cities, Mumbai bucks the trend



Does

What behavior have we observed?
What can we imagine them doing?



Feels

What are their fears, frustrations, and anxieties?
What other feelings might influence their behavior?